

## Message Text

UNCLASSIFIED

PAGE 01 TABRIZ 00014 270926Z

ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W

-----270934Z 000864 /12

R 270830Z MAR 77

FM AMCONSULATE TABRIZ

TO USDOC WASHDC

INFO SECSTATE WASHDC 199

UNCLAS TABRIZ 0014

EO 11652: N/A

TAGS: BEXP, IR

SUBJ: TRADE OPPORTUNITY: PRE-FABRICATED HOUSING

1. MR. REZA MILANI, OWNER, MANAGER OF MILANI CO., P.O. BOX 37, BANDAR-I-PAHLAVI, IRAN (TEL. 02321-3772, TELEGRAPH REZA MILANI BANDAR-I-PAHLAVI, NO TELEX) WISHES TO CONSTRUCT 200-500 PRE-FABRICATED HOUSES IN AREA OF BANDAR-I-PAHLAVI (CASPIAN COAST). HE WOULD PREFER PURCHASE ENTIRE FACTORY FOR CONSTRUCTION WITH TECHNICAL ASSISTANCE IN CONSTRUCTION/ASSEMBLY, BUT WOULD CONSIDER INVESTMENT (\$250,000 UP) IN U.S. FIRM FOR JOINT VENTURE, OR PURCHASE OF COMPLETE UNITS UNDER L/C WITH EXCLUSIVE DISTRIBUTORSHIP FOR IRAN.

2. MILANI HAS CONTRACT UNDER NEGOTIATION WITH PORT AUTHORITY, BANDAR-I-PAHLAVI, FOR CONSTRUCTION OF 200 HOMES, ONE-TO FOUR-BEDROOM, WITH HEATING & COOLING SYSTEMS, COMPLETE APPLIANCES, GARAGE, ETC. SUITABLE FOR CASPIAN COAST CLIMATE. IN ADDITION, HE PERSONALLY OWNS LAND IN BANDAR-I-PAHLAVI SUITABLE FOR 50-70 HOMES, AND LAND ELSEWHERE IN CASPIAN COAST SUITABLE FOR 100-150 HOMES, WHICH HE INTENDS TO SUBDIVIDE TO SELL WITH CONSTRUCTED HOMES. HE SEES CONTINUING AND GROWING MARKET FOR HIGH-QUALITY LOW COST HOMES IN CASPIAN AREA AND ELSEWHERE IN IRAN, AND EXPECTS TO EXPAND AFTER HE HAS DEVELOPED PORT AUTHORITY TRACT AND HIS OWN LAND.

3. MILANI STATES CURRENT CONSTRUCTION COST OF GOOD QUALITY

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STANDARD CONSTRUCTION HOMES WITHOUT APPLIANCES IS APPROXIMATELY \$215.00 SQ. METER. PRE-FAB. HOUSING WHICH CAN APPROXIMATE THAT PRICE EQUIPPED AND CONSTRUCTED IN IRAN HAS READY MARKET. HE HAS QUOTES AND PLANS FROM FIRMS IN ITALY AND GERMANY, BUT IS NOT SATISFIED WITH COST/QUALITY EQUATION.

4. MILANI HAS INITIAL BANK FINANCING FOR HIS OWN PROJECT OF

1.2 MILLION, AND STATES PORT AUTHORITY WILL FINANCE TIS PROJECT.  
HE IS INTERESTED IN IMMEDIATE RECEIPT OF BROCHURES, PLANS,  
DETAILS OF CONSTRUCTION MATERIALS AND TECHNIQUES, TO BE FOLLOWED  
BY DETAILED DISCUSSIONS IN U.S. OR IRAN. FOR FACTORY PURCHASE  
OPTION, HE IS INTERESTED ONLY IN PROVEN SYSTEM, AND WISHES DETAILS  
ON PRODUCT PRIOR TO EXAMINING DETAILS OF FACTORY ITSELF.

5. MILANI INTERESTED IN IMMEDIATE PURCHASE UNDER L/C OF SAMPLE  
HOMES FOR CONSTRUCTION ON HIS LAND. SUPPLIERS SHOULD INCLUDE  
WITH BROCHURES A PROFORMA INVOICE FOR CIF OR C&F DELIVERY  
BANDAR-I-PAHLAVI OF ONE EACH OF MAJOR TYPES (ONE-BEDROOM, TWO-  
BEDROOM, ETC.) WITH SEPARATE COST FIGURES FOR DIFFERENT GRADES  
OF FITTINGS (APPLIANCES, ETC.)

6. ACTION REQUESTED: PLEASE ALERT SUITABLE FIRMS.  
MCGAFFEY

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## Message Attributes

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**Subject:** TRADE OPPORTUNITY: PRE-FABRICATED HOUSING  
**TAGS:** BEXP, IR  
**To:** COM  
**Type:** TE  
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**Review Markings:**  
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